



SCHRANNER
NEGOTIATION
INSTITUTE

MATTHIAS SCHRANNER

THE GLOBAL EXPERT
ON DIFFICULT
NEGOTIATIONS





„Matthias Schraner is one of the best negotiators - worldwide.”

Forbes





“Negotiations on the Edge”

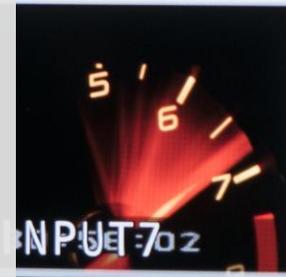
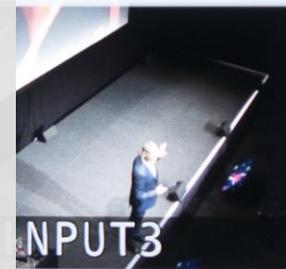
Based on Matthias Schraner’s best-selling book of the same name, the keynote focuses on strategies and tactics to succeed in the most difficult negotiations through masterful storytelling.

Keynote Content:

- Negotiation tactics of the police and the FBI
- Negotiating with irrational partners
- The correct behavior during a stressful situation
- Warning instead of threat

Duration:

45–90 Minutes (with discussion/ Q&A if desired)





FBI-trained former hostage negotiator, MATTHIAS SCHRANNER, enjoyed a successful career with the German police before founding the Schraner Negotiation Institute.

As a consultant, he supports active negotiations with the UN, global corporations, and political parties with his institute during difficult negotiations.

Matthias Schraner has taught and advised on negotiation to corporate and government leaders in more than 40 countries, including the United States, Russia, Ukraine, China, Singapore and Japan.

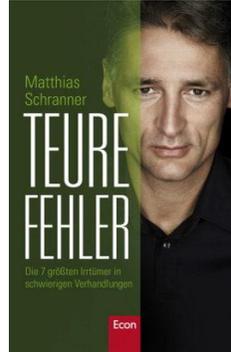
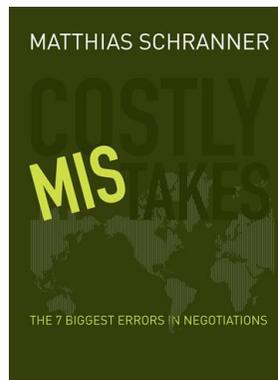
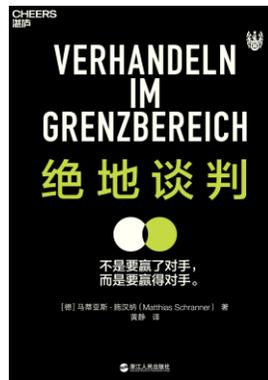
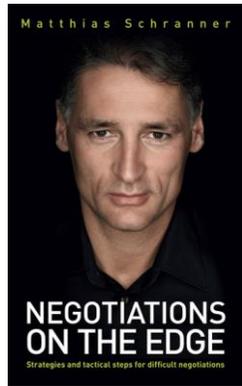
His institute, headquartered in Zurich, NYC, Hong Kong, and Dubai, is globally present, supporting Fortune 500 companies and world leaders in critical negotiations.

Winner: Microsoft Speaker Excellence Award:

"At Microsoft Inspire Washington DC, you told great stories, provided valuable insights and information, and engaged and inspired your audience"



BESTSELLING AUTHOR



Matthias Schranner's best-selling books have been read worldwide and are available in several languages. As the authority on difficult negotiations, his books provide a comprehensive guide to navigating the toughest negotiation situations. His books are used as references at countless university programs and academic settings as the "go-to" manual for anyone embarking on a negotiation.

TESTOMONIALS

FROM INDUSTRY LEADERS AND MEDIA



“It was an eye-opener. Matthias Schraner is experienced in both Western and Chinese negotiation – a true Master.”

JASON YAD
HUAWEI

“Matthias Schraner is the best-known negotiating professional in Europe.”

DIE ZEIT

“It is my great honor and privilege to work with the Schraner team. It is an outstanding opportunity to share negotiation knowledge, experiences, perspectives and skills. This interaction creates a rare and valuable learning opportunity for all.”

GARY NOESNER
Former Chief of the FBI Crisis Negotiation Unit

“The mix of expertise, rhetoric skills, and brutal sobriety applied by Schraner will convince everyone.”

McK
Magazine of McKinsey & Company

“Matthias Schraner advises managers, politicians and the UN.”

DER SPIEGEL

“Many don’t understand Donald Trump’s behavior. Matthias Schraner does.”

DIE WELT

“It is a privilege to exchange ideas with the Schraner Negotiation Institute. I am impressed about the people you bring together, all of them are involved in tough negotiations.”

PROF. INGEMAR DIERICKX
Managing Director at I.D. Consulting

“The business world needs Negotiations Experts like Matthias Schraner, who not only understands the cultural differences, but is also experienced in real difficult negotiations.”

CEIBS
(China Europe International Business School)
BUSINESS REVIEW

“Very fruitful. Matthias Schraner gave us a toolbox which we can use for our negotiations with all levels of counterparts.”

YAO XU
WackerChemicals China

“Matthias Schraner is one of the best negotiators worldwide.”

FORBES



POSITIONED INTERNATIONALLY
OUR OFFICES IN ZURICH, NEW YORK CITY, HONG KONG AND
DUBAI OFFER OPTIMUM SUPPORT TO OUR CLIENTS WORLDWIDE



THE INTERNATIONAL NEGOTIATION AUTHORITY

CONTACT US



SCHRANNER
NEGOTIATION
INSTITUTE

THE INTERNATIONAL NEGOTIATION AUTHORITY

Schranner AG

Negotiation Institute
Limmatstrasse 260
CH-8005 Zurich
Phone +41 44 515 46 16

Schranner Negotiation Ltd.

20/F, Leighton Centre,
77 Leighton Rd,
Causeway Bay, Hong Kong
Phone +852 3957 4065

Schranner Negotiation LLC

500 7th Avenue, 12th Fl
New York, NY 10018
Phone +1 (646) 907 9017

Schranner Negotiation Consultancy

Emaar Boulevard Plaza, Tower 2
Dubai – UAE
Phone +971 55 872 5565

info@schranner.com
www.schranner.com